
NEGOTIATION SKILLS FOR AGENCY COUNSEL SEMINAR

June 4 - 6, 2001

Columbia, South Carolina

AGENDA

MONDAY, JUNE 4, 2001

8:00 - 8:30 a.m.	REGISTRATION
8:30 - 8:45 a.m.	OPENING REMARKS AND ADMINISTRATIVE ANNOUNCEMENTS
8:45-10:00 a.m.	INTEREST-BASED BARGAINING
10:00 - 10:15 a.m.	BREAK
10:15 - 11:15 a.m.	PLANNING AND PREPARING FOR NEGOTIATIONS
11:15 - 11:45 a.m.	ATTITUDES IN NEGOTIATIONS AND STYLES OF PERSUASION
11:45 - 1:00 p.m.	LUNCH
1:00 - 2:00 p.m.	ATTITUDES IN NEGOTIATIONS AND STYLES OF PERSUASION (continued)
2:00 - 2:15 p.m.	BREAK
2:15 - 3:15 p.m.	CONSIDERATIONS OF THE NEGOTIATOR
3:15 - 3:30 p.m.	BREAK
3:30 - 4:45 p.m.	WORKSHOP EXERCISE NO. 1: ALLIGATOR RIVER
4:45 - 5:00 p.m.	PREPARATION FOR WORKSHOP ASSIGNMENT NO. 2: DISPUTES IN THE WORKPLACE ***HOMEWORK: Read Simulation Exercise
5:00 p.m.	RECESS

TUESDAY, JUNE 5, 2001

8:30 - 9:45 a.m.	THE CONCEPTS AND FRAMEWORK OF NEGOTIATIONS
9:45 - 10:00 a.m.	BREAK
10:00 - 11:30 a.m.	THE CONCEPTS AND FRAMEWORK OF NEGOTIATIONS (continued)
11:30 - 11:45 a.m.	INTRODUCTION TO WORKSHOP ON WORKPLACE DISPUTES
11:45 - 12:45 p.m.	LUNCH
12:45 - 3:15 p.m.	WORKSHOP EXERCISE NO. 2: DISPUTES IN THE WORKPLACE
3:15 - 3:30 p.m.	BREAK
3:30 - 4:00 p.m.	EVALUATION AND CRITIQUE OF WORKSHOP NO. 2
4:00 - 5:00 p.m.	ETHICS
5:00 - 5:15 p.m.	PREPARATION FOR WORKSHOP ASSIGNMENT NO. 3: ENVIRONMENTAL NEGOTIATION ***HOMEWORK: Read Simulation Exercise
5:15 p.m.	RECESS
5:30 p.m.	RECEPTION

WEDNESDAY, JUNE 6, 2001

8:30 - 9:30 a.m.	PREPARATION FOR THE ENVIRONMENTAL NEGOTIATION WORKSHOP
9:30 - 9:45 a.m.	BREAK
9:45 - 12:15 p.m.	WORKSHOP EXERCISE NO. 3: FORMAL NEGOTIATIONS AT THE NEGOTIATING TABLE

12:15 - 1:15 p.m.	LUNCH
1:15 - 2:15 p.m.	WORKSHOP EXERCISE NO. 3: FACULTY DEBRIEFING
2:15 - 3:00 p.m.	PANEL DISCUSSION - NEGOTIATIONS IN THE REAL WORLD
3:00 p.m.	CLE/EVALUATIONS/ADJOURNMENT